

1 BILL NO. S-89-03-0 /

2 SPECIAL ORDINANCE NO. S- 48-89

3 AN ORDINANCE approving the awarding of
4 Reference #1368 by the City of Fort
5 Wayne, Indiana, by and through its
6 Department of Purchasing and PIC TRICS
7 for the Board of Public Works and
8 Safety.

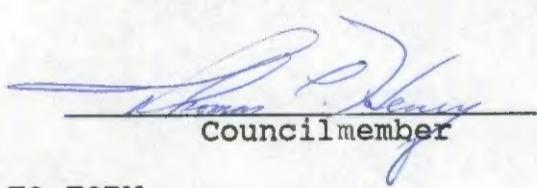
9 NOW, THEREFORE, BE IT ORDAINED BY THE COMMON COUNCIL OF
10 THE CITY OF FORT WAYNE, INDIANA;

11 SECTION 1. That Reference #1368 between the City of
12 Fort Wayne, by and through its Department of Purchasing and
13 PIC TRICS for the Board of Public Works and Safety,
14 respectfully for:

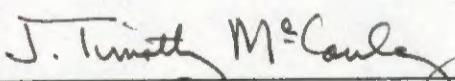
15 cablecast coverage of the Common Council
16 for 1989;

17 involving a total cost of Twenty-One Thousand Five Hundred
18 Sixty and no/100 Dollars (\$21,560.00), all as more
19 particularly set forth in said Reference #1368 which is on
file in the Office of the Department of Purchasing, and is
by reference incorporated herein, made a part hereof, and is
hereby in all things ratified, confirmed and approved.

20 SECTION 2. That this Ordinance shall be in full force
21 and effect from and after its passage and any and all
22 necessary approval by the Mayor.

23 
24 Councilmember

25 APPROVED AS TO FORM
26 AND LEGALITY

27 
28 J. Timothy McCaulay, City Attorney

29
30
31
32

REF NO.: 1368

DEPT.: BOARD OF WORKS

DATE: 02/24/89

ITEM/SERV.: CABLECAST FOR COUNCIL

PURCHASING INFORMATION

ADVERTISED BID: YES

DATES ADVERTISED: 02/06/89 & 02/13/89

OPENING DATE: 02/24/89

WRITTEN QUOTE:

DUE DATE:

VERBAL QUOTE:

NO. OF VENDORS NOTIFIED: 21

NO. OF VENDORS REQUESTING BID INFO: 6

NO. OF VENDORS RESPONDING: 3

NO. OF VENDORS DISQUALIFIED:

NO. OF VENDORS NOT RESPONDING: 18

DATE SENT TO DEPT. FOR RECOMMENDATION: 02/24/89

DATE RECOMMENDATION REC'D IN PURCHASING: 03/09/89

DATE INFO SENT TO LAW DEPT.: 03/09/89

INTRODUCTION DATE: 03/14/89

DISCUSSION DATE:

PASSAGE DATE:

ORDINANCE NO.:

AMOUNT APPROVED AND/OR SPENT LAST YEAR:
(IF APPLICABLE)

REFERENCE NO. 1368
CABLECAST FOR COUNCIL

| ITEM | EST QTY | CUSTOM VIDEO | ALEF-BET | PIC TRICS |
|----------|------------|----------------------|----------------------|----------------------|
| BASE BID | 49 | \$450.00 \$22,050.00 | \$370.00 \$18,130.00 | \$390.00 \$19,110.00 |
| ALT 1 | 49 | \$60.00 \$2,940.00 | \$60.00 \$2,940.00 | \$50.00 \$2,450.00 |
| ALT 2 | | \$125.00 | \$125.00 | \$125.00 |
| ALT 3 | | \$80.00 | \$75.00 | \$50.00 |
| ALT 4 | | \$31.50 | \$40.00 | \$25.00 |

INVITATION TO BID
DEPARTMENT OF PURCHASING
CITY OF FORT WAYNE, ALLEN COUNTY, INDIANA
ONE MAIN STREET - ROOM 350
219-427-1101

BID OPENING DATE: 2-24-89 @ 11:00 AM BID REFERENCE # 1368

BIDS SHOULD BE DELIVERED TO DEPARTMENT OF PURCHASING, ROOM 350,
CITY-COUNTY BUILDING UP TO 11:00 A. M., ON OR BEFORE OPENING DATE.

SEALED BIDS WILL BE OPENED PUBLICLY AT 11:01 A.M. IN THE BOARD OF
WORKS AND SAFETY CONFERENCE ROOM ON THE THIRD FLOOR OF THE CITY-
COUNTY BUILDING. "NO LATE BIDS WILL BE ACCEPTED AFTER 11:00 A.M.
FOR ANY REASON WHATSOEVER."

THIS INVITATION FOR BID IS FOR Labor, materials, equipment, services,
certified interpreter & performance of all operations necessary to furnish for
the City of Fort Wayne, a complete, unedited, live color cablecast of the Common
Council meetings.

AND REQUESTED BY Board of Works

PLEASE RETURN THIS FORM AND/OR ANY OF THE OTHER FORMS AS REQUESTED
ON THE SHEET OF CONTENTS WITH YOUR SEALED BID.

THIS BID REQUIRES A XXXX 5% BID BOND, CERTIFIED CHECK, OR
CASHIER'S CHECK OF ALL BIDDERS.

THIS BID REQUIRES A 100% PERFORMANCE BOND OF SUCCESSFUL
BIDDER(S).

PROMPT PAYMENT DISCOUNTS WILL BE ALLOWED AS FOLLOWS: 2 %
IF PAID WITHIN 10 DAYS.

THE CITY OF FORT WAYNE IS EXEMPT FROM FEDERAL EXCISE AND INDIANA
STATE SALES TAX. THE CITY'S INDIANA SALES TAX EXEMPTION
CERTIFICATE NUMBER IS 356-001-255-0013. PRICES SHOULD NOT INCLUDE
THESE TAXES.

THE EXECUTION HEREOF BY THE BIDDER IS ACCEPTANCE OF ALL TERMS AND
CONDITIONS HEREIN AND IN THAT REGARD THE BIDDER AGREES TO BE BOUND
BY SAME AND BE BOUND TO THE AMOUNT OF HIS/HER BID FOR A PERIOD OF
NINETY (90) DAYS.

FIRM NAME Pic-Trics (A division of Ahl Corp.)

STREET ADDRESS 124 W. Washington

CITY Ft.Wayne, IN. 46802

BY Ron Smoots PHONE 423-4321
REPRESENTATIVE SIGNATURE

BID FORM

LIVE COLOR-AUDIO VIDEO CABLECAST WITH TAPE DOCUMENTATION

CITY OF FORT WAYNE

FORT WAYNE, INDIANA

EVENT TO BE CABLECAST AND RECORDED

1. FORT WAYNE COMMON COUNCIL

- A. The Council meets four times per month (the first through the fourth Tuesday evenings), with two meetings a month requiring Cablecasting from both room 126 as well as 128 of the City-County Building. The meetings begin at 7:00 P.M. and end around 9:30 P.M.
- B. The Mayor or Council may call Special Sessions from time to time. These meetings shall be covered and will require the availability of a production crew to cablecast those special sessions. A twenty-four (24) hour notice will be given, although on occasion two hours notice has been required.

ALL COSTS ARE TO INCLUDE SET-UP AND TAKE DOWN TIME

BASE BID: Cost per regularly-scheduled meeting. . \$ 390.00

ALTERNATE #1: Cost for Certified interpreter. \$ 50.00

ALTERNATE #2: Cost per hour for special sessions. \$ 125.00

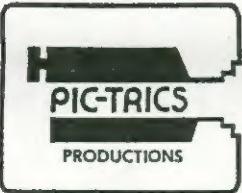
Optional

ALTERNATE #3: SPECIAL FEATURE COSTS

Please specify what special features are to be included and if the costs are included in the meeting costs. \$ 50.00

Alternate # 4: Cost for second tape \$ \$25.00 per tape

NOTE: It is essential that all bids are complete. Please be sure to include your entire proposal along with all attached bid documents when submitting. Bids with proposals not included will be rejected.



AUDIO/VIDEO BROADCAST • MARKETING • EVENTS

128 West Washington Fort Wayne, Indiana 46802 Telephone (219) 423-4321

Proposal for
Cablecasting & Recording
of
City Council Meetings
City of Fort Wayne
Bid Reference 1368

Pic Trics Productions proposes to provide the City of Fort Wayne complete production facilities for the live cablecasting and recording on 3/4" cassettes all city council meetings for the year March 1, 1989 thru February of 1990.

Equipment These productions will involve the use of 3 Sony M3A or M2 broadcast quality cameras in conjunction with an Echolab SE2 Special Effects switcher. Recorders are to be 2 Sony 5850 3/4". A Microgen character generator is to be used for titling and credits.

This equipment is the same broadcast quality equipment we use for recording basketball and football games (Ch55), Nightshift (Ch55), Larry Edwards on fishing (Ch55) as well as various nationally broadcast programs via satellite.

Production Set Up For committee sessions, 2 cameras would set up at opposite corners of the committee table in order to cover both sides as well as both ends. Another camera is used on the interpreter who is located in another room. This camera shot is effected (circle) into the lower left corner of the screen and appears throughout the cablecast.

The switching equipment is located in the space between the Committee Room (128) and the Public Room (126). Between sessions, one camera is moved to the center of the back of the room for frontal shots and 1 camera is moved to a site along 1 wall and toward the front of the room.

The audio system used belongs to the city. It is adequate, yet has certain idiosyncrasies which need to be dealt with. That would be one of the first projects should Pic Trics Production win the bid. Pic Trics has recently affiliated with AhL Communications and so we have on staff Tom Miller, an electronics engineer of immense experience, who can deal with any technical problems in the city's equipment .

Background Pic Trics Productions was the First television production company in Ft. Wayne, beginning in August, 1976.

Our first productions were primarily television commercials for which we won a number of Addy Awards. We evolved into doing a wide variety of television projects.

Industrial accounts asked for sales presentations, corporate meetings, employee training, etc.. Some of our clients included Magnavox, GE, Central Soya, Delco Remy and Delco Electronics, ITT Aerospace. We did the promotional presentation that ITT used to sell the army on their SINCGARS radio. They were successful. It resulted in the new radio factory complex on Cook Rd.

Delco Electronics still uses an instructional tape we produced to instruct their repairmen around the country on how to diagnose problems on their radios in all GM cars.

We did the presentation for Citizen's Cable that helped them win the City Cable franchise. Our cameras were the first video to appear on Ft. Wayne's Cable System when it was officially turned on.

From 1980 thru April 1986, Pic Trics leased a channel from the Ft. Wayne Cable System (then Cox Cable) and provided locally oriented programming for that channel. This experience in cable TV enabled us to gain valuable knowledge that holds us in good stead with the current cable system.

In recent years one of our specialties has become on location "live" events for broadcast TV. High School football and basketball has been on Channel 55 (WFFT) for the past 3 years and on cable the 6 years previous to that. Nightshift (comedy) we have produced for airing on Ch55 for the last 2 1/2 years (weekly). We produced a 13 week series of fishing shows that appeared on Ch55 in Ft. Wayne and also on Ch28 in South Bend.

There were many others.

In November we produced a Real Estate Auction Show for KRUSE International. It originated at the Hyatt Regency in Chicago. It was uplinked from there with downlinks in Miami, San Francisco and many other locations. \$700 million dollars of commercial buildings was offered.

Primary Personnel Ron Smoots is General Manager of Pic Trics and would be directing the majority of council meetings. He has been in television production since 1959. Tours of Duty included WPTA 4 years, WANE-TV 10 years (production manager), and 13 years as owner/manager of Pic Trics.

Scott Kopecky would serve as alternate in charge of City Council Productions. He has been in television

production for over 8 years including stints at Citizen's Cable, WANE-TV and Pic Trics. He has directed many live productions including football and basketball games and for 2 years has alternated as director for City Council meetings.

Our third principal production person is David Werning. For 5 1/2 years, until April, 1988, Dave was a producer director at KCRG an ABC affiliate in Cedar Rapids, Iowa. He directed primarily newscasts. Since joining Pic Trics in June, 1988 he has been involved in a wide variety of projects including all City Council meetings.

Due to our recent affiliation with AhL Communications we have on our staff electronics engineer Tom Miller. Tom has 8 years experience with 3 broadcast TV stations, 2 years with Vital Industries in manufacturing TV broadcast studio equipment. He has 9 years experience with Ampex as senior field engineer responsible for installation, training and emergency repair and support in the U.S. as well as internationally. For the past two years with AhL and Pic Trics, he has been responsible for all equipment maintenance. He would be responsible for technical problems with the city owned equipment as well as Pic Trics.

Special Features 1. A "production open" featuring scenes of the city and various angles of the City County building would be produced to introduce the cablecast. As it is now we simply open "cold" with the pounding of the gravel. This can be done at a relatively inexpensive one time only cost to revise the system of introducing the council meeting audio portion to the cable system. That cost is approximately \$250.

A sample of what the open might look like is on our demo reel.

2. A council meeting preview show of 10-15 minutes in length could be produced each week. The contents of the program would include an explanation of how bills are introduced and passed. Also included would be a brief rundown of bills to be discussed and/or voted on during the upcoming meeting. Most likely Sandra Kennedy or Kate Love Jackson would be the narrator. This feature would cost \$50 if produced in the hour preceding each meeting. This preview show could be played immediately preceding the council meetings.

3. Cablecast Promotion A promotion spot would be produced at no cost to the city. This spot would be provided to the Cable System who would run it on a number of channels periodically. Channels would include ESPN, USA Network, Nashville Network, HBO and others.

This spot would be designed to make viewers aware of the cablecasting of the council meetings with the intent to boost viewership.

In Summary Pic Trics offers experience.

1. 2 years experience in producing weekly City Council meetings. March 1, 1987 thru February, 1989.
2. Principal personnel involved in production of City Council meetings (3) totals 44 years TV production experience.
3. Pic Trics was the first production company in Ft. Wayne. We've been in business nearly 13 years. We are the leader in on location multicamera "live" productions. No one else comes close.
4. Experience in cable programming. We were doing cable programming with Citizen's Cable in New Haven 3 years before there was a Ft. Wayne Cable System. We programmed a cable channel for 6 years.
5. We have the best and most experienced electronics engineer in the city on staff full time.
6. The equipment we use is the same equipment we use to produce broadcast programming which more than qualifies us technically.

We submit the following references to help you determine our abilities:

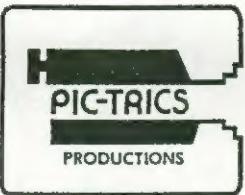
Frank Hawkins
Sales Manager WFFT-Ch55
Ph. 424-5555

John Mann or John Allison
JMA Productions
Ph. 482-4625

Herb Lyons
Chief Engineer WANE-TV
Ph. 424-1515

Hilliard Gates
General Manager WKJG-TV
Ph. 422-7474

Mark Bontrager
Lincoln National Corp.
Communications Dept.
Ph. 427-3164



**AUDIO/VIDEO
BROADCAST • MARKETING • EVENTS**

128 West Washington Fort Wayne, Indiana 46802 Telephone (219) 423-4321

Attachment to S-1 & Form 95

Note:

Total price is based on production for live cablecasting and recording of City Council meetings for 49 weeks. It also includes the cost of interpreter.

Since council does not meet on the fifth Tuesday of the month, total weeks would be 49.

| <u>Weeks</u> | | <u>Base Bid</u> | | <u>Interpreter</u> | | <u>Total</u> |
|--------------|---|-----------------|---|--------------------|---|--------------|
| 49 | X | (\$390/wk | + | \$50/wk) | = | \$21,560 |

CERTIFICATION OF BIDDER/VENDOR

The undersigned, on behalf of Pic-Trics, does hereby make the following representations to the City of Fort Wayne, Indiana.

WHEREAS, it is acknowledged that the Common Council of the City of Fort Wayne, Indiana, has passed an ordinance condemning the apartheid policies of the country of South Africa;

WHEREAS, Council's ordinance requires that all persons, firms or corporations submitting bids to the City, for goods and services, certify, as part of the bid, that such entity does not support the policies of apartheid in South Africa.

The undersigned states, on behalf of Pic-Trics, that Pic-Trics does not support or endorse the policy of apartheid in South Africa.

IN WITNESS WHEREOF, this Certification has been signed this 22nd day of February, 1989.

Ron Smoots
(Name of Bidder/Vendor)

Ron Smoots General Manager
(Name and Title of Person Signing)

BID, OFFER OR PROPOSAL FOR SALE OR LEASE OF MATERIALS

(Defined at I.C. 36-1-2-9.5)
(Please type or print)

1. Governmental Unit: City of Ft. Wayne (Board of Works)

2. County: Allen

3. Bidder (Firm): Pic Trics

Address: 126 W. Washington

CITY/STATE: Ft. Wayne

4. Telephone Number: 423-4321

5. Agent of Bidder (If applicable): _____

Pursuant to notices given, the undersigned offers bid(s) to City of Ft. Wayne (Governmental Unit) in accordance with the following attachment(s) which specify the class or item number or description, quantity, unit, unit price and total amount.

The contract will be awarded by classes or items, in accordance with specifications. Any changes or alterations in the items specified will render such bid void as to that class or item. Bidder promises that he has not offered nor received a less price than the price stated in his bid for the materials included in said bid. Bidder further agrees that he will not withdraw his bid from the office in which it is filed. A certified check or bond shall be filed with each bid if required, and liability for breach shall be enforceable upon the contract, the bond or certified check or both as the case may be.

Ron Smoots
Signature of Bidder or Agent

BID OFFER OR PROPOSAL *See ATTACHED*

Attach separate sheet listing each item bid based on specifications published by governing body. Following is an example of the bid format:

| Class or Item | Quantity | Unit | Description | Unit Price | Amount |
|---------------|----------|------|-------------|------------|--------|
| | | | | | |

NON-COLLUSION AFFIDAVIT

STATE OF INDIANA)
) SS:
) COUNTY)

The undersigned bidder or agent, being duly sworn on oath, says that he has not, nor has any other member, representative, or agent of the firm, company, corporation or partnership represented by him, entered into any combination, collusion or agreement with any person relative to the price to be bid by anyone at such letting nor to prevent any person from bidding nor to induce anyone to refrain from bidding, and that this bid is made without reference to any other bid and without any agreement, understanding or combination with any other person in reference to such bidding.

He further says that no person or persons, firms, or corporation has, have or will receive directly or indirectly, any rebate, fee, gift, commission or thing of value on account of such sale.

Pic-Trics

Bidder (Firm)

Ron Smoots
Signature of Bidder or Agent

Subscribed and sworn to before me this 24 day of February, 19 89.

My Commission Expires: November 2, 1992

County of Residence: Allen

Cassandra S. Wallace
Notary Public

Cassandra S. Wallace
Notary Public Printed Name

ACCEPTANCE

There now being sufficient unobligated appropriated funds available, the contracting authority of (Governmental Unit) hereby accepts the terms of the attached bid for classes or items numbered _____ and promises to pay the undersigned bidder upon delivery the price quoted for the materials stipulated in said bid.

Date: _____

Contracting Authority Members:

Read the first time in full and on motion by Jerry,
seconded by Ron, and duly adopted, read the second time by
title and referred to the Committee on Finance (and the
City Plan Commission for recommendation) and Public Hearing to be held after
due legal notice, at the Council Conference Room 128, City-County Building,
Fort Wayne, Indiana, on 19, the 19 day
of March, at 10:00 o'clock A.M., E.S.T.

DATED: 3-14-89

Sandra E. Kennedy
SANDRA E. KENNEDY, CITY CLERK

Read the third time in full and on motion by Jerry,
seconded by John, and duly adopted, placed on its
passage. PASSED LOST by the following vote:

| | <u>AYES</u> | <u>NAYS</u> | <u>ABSTAINED</u> | <u>ABSENT</u> |
|--------------------|-------------|-------------|------------------|---------------|
| <u>TOTAL VOTES</u> | <u>9</u> | | | |
| <u>BRADBURY</u> | <u>✓</u> | | | |
| <u>BURNS</u> | <u>✓</u> | | | |
| <u>GiaQUINTA</u> | <u>✓</u> | | | |
| <u>HENRY</u> | <u>✓</u> | | | |
| <u>LONG</u> | <u>✓</u> | | | |
| <u>REDD</u> | <u>✓</u> | | | |
| <u>SCHMIDT</u> | <u>✓</u> | | | |
| <u>STIER</u> | <u>✓</u> | | | |
| <u>TALARICO</u> | <u>✓</u> | | | |

DATED: 3-27-89

Sandra E. Kennedy
SANDRA E. KENNEDY, CITY CLERK

Passed and adopted by the Common Council of the City of Fort Wayne,
Indiana, as (ANNEXATION) (APPROPRIATION) (GENERAL)
(SPECIAL) (ZONING MAP) ORDINANCE RESOLUTION NO. 348-89
on the 27th day of March, 1989.

Sandra E. Kennedy ATTEST
SANDRA E. KENNEDY, CITY CLERK

SEAL

Charles S. Reed
PRESIDING OFFICER

Presented by me to the Mayor of the City of Fort Wayne, Indiana, on
the 28th day of March, 1989,
at the hour of 2:15 o'clock P.M., E.S.T.

Sandra E. Kennedy
SANDRA E. KENNEDY, CITY CLERK

Approved and signed by me this 6th day of April,
1989, at the hour of 4:00 o'clock P.M., E.S.T.

Paul Helmke
PAUL HELMKE, MAYOR

DIGEST SHEET

TITLE OF ORDINANCE: Special

J-89-03-01

DEPARTMENT REQUESTING ORDINANCE: Purchasing

SYNOPSIS OF ORDINANCE: An ordinance approving the award of Reference No. 1368 with respect to the cablecast coverage of the Common Council for 1989. The cost reflects the most responsible of three (3) vendors.

EFFECT OF PASSAGE: This ordinance allows for the Council sessions to be televised to the general public.

EFFECT OF NON-PASSAGE: There would be no coverage of the Council proceedings.

MONIES INVOLVED: Pic Trics \$21,560.00 +/-

SOURCE OF FUNDING: Board of Works
166-006-OFFC-4399

PRIOR APPROVAL:
(IF APPLICABLE)

DATE:

BILL NO. S-89-03-01

REPORT OF THE COMMITTEE ON FINANCE

THOMAS C. HENRY, CHAIRMAN
MARK E. GIAQUINTA, VICE CHAIRMAN
BRADBURY, SCHMIDT, STIER

WE, YOUR COMMITTEE ON FINANCE TO WHOM WAS

REFERRED AN (ORDINANCE) (RESOLUTION) approving the awarding
of Reference #1368 by the City of Fort Wayne, Indiana, by and
through its Department of Purchasing and PIC TRICS for the Board
of Public Works and Safety

HAVE HAD SAID (ORDINANCE) (RESCINDUREON) UNDER CONSIDERATION AND
BEG LEAVE TO REPORT BACK TO THE COMMON COUNCIL THAT SAID

(ORDINANCE) (RESOLUTION) _____

DO PASS **DO NOT PASS** **ABSTAIN** **NO REC**

DATED: 3-27-89.

Sandra E. Kennedy
City Clerk